

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

ANNUAL AUDITED REPORT
FORM X-17A-5
PART III

AM 3/20/2002

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Information Required of Brokers and Dealers Pursuant to Section 17 of the
Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING January 1, 2001 AND ENDING December 31, 2001
MM/DD/YY MM/DD/YY

A. REGISTRANT IDENTIFICATION

NAME OF BROKER-DEALER:

Hancock Financial, Inc.

OFFICIAL USE ONLY

FIRM ID. NO.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)

1563 Virginia Way

(No. and Street)

La Jolla

CA

(City)

(State)

(Zip Code)

MAR 29 2002

P THOMSON
FINANCIAL 3037-3836

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

James P. Hancock

858-459-3635

(Area Code - Telephone No.)

B. ACCOUNTANT IDENTIFICATION

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*

Culver, Harold Lee

(Name - if individual, state last, first, middle name)

3517 Camino Del Rio So., Ste. 303, San Diego, CA

(Address)

(City)

(State)

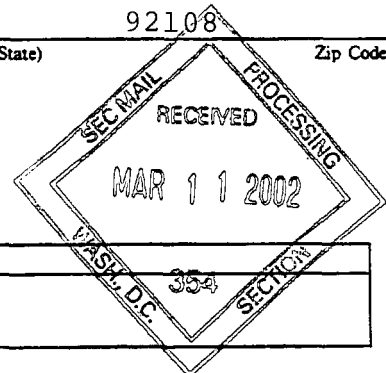
92108

(Zip Code)

CHECK ONE:

- ☒ Certified Public Accountant
☐ Public Accountant
☐ Accountant not resident in United States or any of its possessions.

FOR OFFICIAL USE ONLY



*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

OATH OR AFFIRMATION

I, James P. Hancock, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of Hancock Financial, Inc., as of December 31, 192001 are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

NO EXCEPTIONS



[Signature]
Signature

President
Title

Anita Louise Wood
Notary Public

This report** contains (check all applicable boxes):

- ☒ (a) Facing page.
- ☒ (b) Statement of Financial Condition.
- ☒ (c) Statement of Income (Loss).
- ☒ (d) Statement of Changes in Financial Condition.
- ☒ (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
- ☐ (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- ☒ (g) Computation of Net Capital
- ☐ (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ☐ (i) Information Relating to the Possession or control Requirements Under Rule 15c3-3.
- ☐ (j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- ☐ (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- ☒ (l) An Oath or Affirmation.
- ☐ (m) A copy of the SIPC Supplemental Report.
- ☐ (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.
- ☒ (o) Independent auditors report on internal accounting control.

**For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

HANCOCK FINANCIAL, INC.

December 31, 2001

**H. L. MIKE CULVER
CERTIFIED PUBLIC ACCOUNTANT
A PROFESSIONAL CORPORATION
3517 CAMINO DEL RIO SOUTH, SUITE 303
SAN DIEGO, CA 92108
(619) 282-9033**

H. L. MIKE CULVER
Certified Public Accountant
3517 Camino del Rio South, Suite 303
San Diego, CA 92108
(619) 282-9033

Member of California Society
of Certified Public Accountants

February 20, 2002

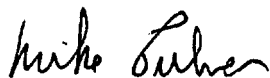
To the Board of Directors
and Stockholders of
Hancock Financial, Inc.

I have audited the accompanying balance sheet and the related statements of operations and of changes in stockholders' equity and statement of cash flows of Hancock Financial, Inc. at December 31, 2001 and for the year then ended. These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. These standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit also includes assessing the accounting principles and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hancock Financial, Inc., as of December 31, 2001 and the results of its operations and its changes in cash flows for the year then ended in conformity with generally accepted accounting principles.

My examination was made for the purpose of forming an opinion on the basic financial statements, taken as a whole. The information contained in Supplementary Schedules I, II and III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of the Securities and Exchange Commission. Such information has been subjected to the auditing procedures applied in the examination of the basic financial states and, in my opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.



H.L. Mike Culver,
Certified Public Accountant

HANCOCK FINANCIAL, INC.
STATEMENT OF FINANCIAL CONDITION
December 31, 2001

ASSETS

CURRENT ASSETS

Cash	15,380	
Due From Correspondents	3,539	
Prepaid Expenses	185	
<u>TOTAL CURRENT ASSETS</u>		19,104

FIXED ASSETS

Auto & Equipment at Cost, Less		
Accumulated Depreciation of \$13,111		18,667

OTHER ASSETS

Organization Cost - Net of		
Amortization of \$3,000.	-	
Deposit	10,099	
<u>TOTAL OTHER ASSETS</u>		10,099

<u>TOTAL ASSETS</u>	<u>47,870</u>
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LIABILITIES & STOCKHOLDERS' EQUITY

LIABILITIES

Commissions Payable	1,988	
Accrued Payroll Taxes	692	
Loan - Auto	14,860	
Loan - Shareholder	1,168	
<u>TOTAL LIABILITIES</u>		18,708

STOCKHOLDERS' EQUITY

Capital Stock	10,000	
Additional Paid-in Capital	30,180	
Retained Deficit	(11,018)	
<u>TOTAL STOCKHOLDERS' EQUITY</u>		29,162

<u>TOTAL LIABILITIES & STOCKHOLDERS EQUITY</u>	<u>47,870</u>
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The Accompanying Notes are an
Integral Part of these Financial Statements

HANCOCK FINANCIAL, INC.
STATEMENT OF LOSS
FOR THE YEAR ENDED DECEMBER 31, 2001

REVENUES

Commissions	61,916
Other	2,094
Interest	<u>945</u>

<u>TOTAL REVENUES</u>	64,955
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EXPENSES

Salaries	41,124
Assessments & Fees	790
Administrative	1,177
Auto	414
Bank Charges	150
Depreciation	2,950
Dues & Fees	200
Education	30
Entertainment	2,268
Fuel	388
Insurance	1,161
Interest	1,235
Legal & Professional	1,000
Licenses & Permits	540
Office	1,884
Penalty	206
Publications & Subscriptions	308
Quote Service	8,024
Repairs & Maintenance	42
Tax - Payroll	3,630
Tax - Corporate	860
Telephone	<u>381</u>

<u>TOTAL EXPENSES</u>	<u>68,762</u>
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<u>NET LOSS FOR YEAR</u>	<u>(3,807)</u>
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The Accompanying Notes are an
Integral Part of these Financial Statements

HANCOCK FINANCIAL, INC.
STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY
FOR THE YEAR ENDED DECEMBER 31, 2001

	COMMON STOCK	ADDITIONAL PAID-IN CAPITAL	RETAINED DEFICIT
Balances, December 31, 2000	10,000	30,180	(7,211)
Additional Contributions			
Net Loss for Year			<u>(3,807)</u>
Balances, December 31, 2001	<u>10,000</u>	<u>30,180</u>	<u>(11,018)</u>

The Accompanying Notes are an
Integral Part of these Financial Statements

HANCOCK FINANCIAL, INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2001

CASH FLOWS FROM OPERATING ACTIVITIES

Net Loss for the Year	(3,807)
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ADD (DEDUCT) ADJUSTMENTS TO RECONCILE NET

INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES

Amortization & Depreciation	2,950
Correspondent Receivables	2,255
Deposits	504
Accounts Payable & Accruals	(3,809)
Auto Loan Payments	(4,780)
Shareholder Loan	<u>1,168</u>

<u>NET CASH PROVIDED BY OPERATIONS</u>	<u>(5,519)</u>
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<u>NET INCREASE IN CASH</u>	(5,519)
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<u>CASH BALANCE, BEGINNING OF YEAR</u>	<u>20,900</u>
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<u>CASH BALANCE, END OF YEAR</u>	<u><u>15,381</u></u>
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The Accompanying Notes are an
Integral Part of these Financial Statements

HANCOCK FINANCIAL, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2001

1. Description of the Company and Significant Accounting Policies.

Revenue Recognition

Commission Income is recorded on a Trade Date Basis.

2. Net Capital Requirements

The company is subject to the Securities and Exchange Commission uniform net capital Rule 15c3-1(a)(2) which requires that the minimum net capital be the greater of \$5,000 or 6 2/3 percent of the aggregate indebtedness to net capital, as defined. At December 31, 2001, the company had net capital of \$10,212 and its ratio of aggregate indebtedness to net capital was 1.83 to one.

HANCOCK FINANCIAL, INC.
COMPUTATION OF NET CAPITAL UNDER
SEC RULE 15c3-1
December 31, 2001

SUPPLEMENTARY
SCHEDULE I

Total Stockholders Equity		29,162
Less: Non-Allowable Assets		
Organization Costs	-	
Other	283	
Fixed Assets	18,667	18,950
		<hr/>
Net Capital under Sec Rule 15c3-1		<u><u>10,212</u></u>

The Accompanying Notes are an
Integral Part of these Financial Statements

HANCOCK FINANCIAL, INC.
COMPUTATION OF BASIC NET CAPITAL REQUIREMENT
UNDER SEC RULE 15c-1
December 31, 2001

SUPPLEMENTARY
SCHEDULE II

Net Capital under Sec Rule 15c3-1	10,212
Minimum Net Capital Required	<u>5,000</u>
Excess Net Capital	<u><u>5,212</u></u>
Total Aggregate Indebtedness	<u><u>18,708</u></u>
Percentage of Aggregate Indebtedness to Net Capital	<u><u>183%</u></u>

The Accompanying Notes are an
Integral Part of these Financial Statements

HANCOCK FINANCIAL, INC.
RECONCILIATION OF COMPUTATION OF NET CAPITAL
UNDER SEC RULE 15c-1 TO AMOUNTS PREVIOUSLY REPORTED
December 31, 2001

SUPPLEMENTARY
SCHEDULE III

Net Capital as Amended	<u>10,212</u>
Net Capital as Reported on Supplementary Schedule II	<u>10,212</u>

The Accompanying Notes are an
Integral Part of these Financial Statements

February 20, 2002

SUPPLEMENTARY REPORT OF INDEPENDENT
ACCOUNTANTS UNDER SEC RULE a-5 (g) (1)

To the Board of Directors
and Shareholders of
Hancock Financial, Inc.

I have examined the financial statements of Hancock Financial, Inc. (the Company) for the year ended December 31, 2001, and have issued my report thereon dated February 20, 2002. As part of my examination, I made a study and evaluation of the Company's system of internal accounting control to the extent I considered necessary to evaluate the system as required by generally accepted auditing standards. The purpose of my study and evaluation, which included obtaining an understanding of the accounting system, was to determine the nature, timing, and extent of the auditing procedures necessary for expressing an opinion on the financial statements.

Also, as required by Rule a-5 (g) (1) of the Securities and Exchange Commission, I have made a study of the practices and procedures followed by the Company, that I considered relevant to the objectives stated in Rule a-5 (g), in making the periodic computations of aggregate indebtedness and net capital compliance with the exemptive provisions of Rule 15c3-3. I did not review the practices and procedures followed by the Company (i) in making the quarterly securities examinations, counts, verifications and comparisons, and the recordation of differences required by Rule a-13; (ii) in complying with the requirements for prompt payment for securities of Section 4 (c) of the Regulation T of the Board of Governors of the Federal Reserve System; and (iii) in obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining a system of internal accounting control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of control procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above-mentioned objectives. The objectives of a system and the practices and procedures are to provide management

with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5 (g) lists additional objectives of the procedures listed in the preceding paragraph.

Because of inherent limitations in any internal accounting control procedures, or the practices and procedures referred to above, errors or irregularities may nevertheless occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the degree of compliance with them may deteriorate.

My study and evaluation made for the limited purpose described in the first paragraph would not necessarily disclose all material weaknesses in the system. Accordingly, I do not express an opinion on the system of internal accounting control of Hancock Financial Inc. taken as a whole. However, my study and evaluation disclosed no condition that I believed to be a material weakness.

I understand that practices and procedures that accomplish those objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities and Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate material inadequacy for such purposes. Based on this understanding and on my study, I believe that the Company's practices and procedures were adequate at December 31, 2001, to meet the Commission's objectives.

This report is intended solely for the use of management and the Securities and Exchange Commission and should not be used for any other purpose.



H.L. Mike Culver,
Certified Public Accountant